

Training in how to understand the mechanics of motivation to drive corporate happiness, commercial success, relationships and growth

Key Focus Areas

- Motivation theory - What is motivation?
- Creating a culture a motivation
- Building confidence
- Resilience and stress management
- Emotional intelligence and how this impacts motivation, optimism and self belief
- Reward and recognition
- ABC (antecedents, benefits and consequences)
- Situational leadership and the role of compliance vs commitment

Webinar Duration:

- 2-3 hours – to include:
 - 2 x 50 mins content sessions
 - 15 minutes comfort break.
 - 15 mins Q&A

Other Formats Available:

- In person – 1 Day
- Blended virtual and in-person
- 1 hour 'workout'

Bespoke Content

- Bespoke organisational content can be added – Please Enquire

Who Should Attend

- This training is designed to help anyone who has a team, has to influence and lead others.
- Sales people and anyone who needs to build relationships and drive performance

What's Included

- Facilitated Content
- 1 or 2* Dedicated Facilitators
- Follow Up PDF 'Postscript' notes

* 2 facilitators over 20 persons

Budget For Webinar Delivery

- £75 / Person
- £250 set up Fee
- Min Budget £500
- All prices excl Vat

Other Format Budgets

- Please Enquire
- All prices excl Vat

SORTING THE CARROT FROM THE STICK